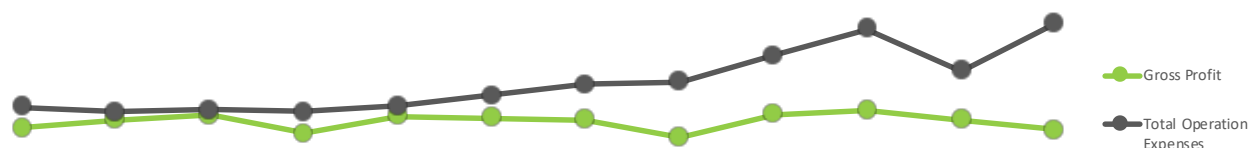


2018

PROFIT AND LOSS STATEMENT
Actual Brewing Company, LLC

NET INCOME

-\$558,080



Revenue	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
Tap Room Sales	14,139	14,485	18,600	18,334	18,307	21,662	17,583	17,271	13,808	19,630	15,533	20,872	\$210,223
Packaged Beer Revenue	865	8,700	5,313	2,967	5,174	3,556	6,368	4,943	6,664	6,690	4,455	536	56,231
Keg Revenue	1,313	4,543	7,040	2,947	6,000	6,878	8,958	6,841	12,473	10,418	4,246	3,322	74,979
Other Revenue	0	0	0	0	0	0	0	0	0	0	0	0	0
Net Sales	16,317	27,728	30,953	24,247	29,481	32,096	32,909	29,055	32,944	36,738	24,233	24,730	341,432
Cost of Goods Sold	2,558	3,401	1,794	15,893	942	6,386	8,533	25,866	2,706	1,828	545	12,182	82,634
Gross Profit	\$13,759	\$24,327	\$29,159	\$8,354	\$28,539	\$25,710	\$24,377	\$3,189	\$30,238	\$34,910	\$23,688	\$12,548	\$258,799

Operation Expenses	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	YTD
Salaries & Wages	\$13,437	\$3,478	\$1,678	\$9,095	\$14,635	\$13,927	\$16,146	\$14,006	\$16,164	\$22,961	\$19,934	\$25,828	\$171,288
Operating Expenses	5,209	3,211	2,887	4,243	1,782	4,080	4,696	3,579	2,738	3,154	33,039	5,381	\$73,997
Advertising	1,568	1,332	284	400	900	900	1,170	733	938	629	699	621	\$10,173
Entertainment & Events	1,637	898	707	869	638	2,454	1,391	1,017	2,000	2,400	934	1,031	\$15,976
Automobile Expenses	775	516	192	200	417	881	713	943	543	1,106	298	466	\$7,048
Brewery Parts & Materials	7,284	486	528	1,296	1,195	767	786	296	7,450	6,493	1,244	679	\$28,505
Consulting/Accounting/Legal	24	24	24	1,524	24	24	24	1,024	5,193	3,274	39,041		\$50,224
Dues, Subscriptions, Charity	550	86	150	606	150	610	1,780	350	3,349	1,282	860	1,914	\$11,687
Repairs & Maintenance	2,119	318	8,315	0	0	5,250	12,000	10,633	30,300	32,176	7,807	15,635	\$124,552
Guaranteed Payments	12,073	8,232	1,443	7,726	9,728	14,448	13,112	14,265	7,000	13,061	10,150	15,521	\$126,759
Insurance	1,231	682	1,192	682	1,192	682	255	2,598	764	764	764	925	\$11,730
Lab Parts & Materials	15	735	0	0	0	0	280	0	0	414	0	0	\$1,444
Miscellaneous	(15,602)	8,289	12,370	3,187	8,203	(206)	1,109	793	244	59	987	1,721	\$21,153
Office Expenses	1,491	839	1,718	447	496	861	1,107	565	522	1,364	315	379	\$10,106
Postage & Delivery	10	10	16	66	91	16	(77)	96	0	90	0	55	\$372
Printing & Stationery	267	336	54	97	0	0	0	44	52	221	0	0	\$1,071
Rent	0	0	0	0	0	0	0	16,000	0	29,000	0	0	\$45,000
Sales and Payroll Tax	393	75	1	2,000	0	0	0	0	14,711	4,129	0	18,597	\$39,906
Telephone & Internet	710	506	107	417	107	107	430	420	485	731	484	484	\$4,987
Travel	0	0	0	0	0	0	0	1,893	37	0	0	0	\$1,930
Utilities	5,299	3,587	3,640	844	629	7,693	10,967	889	11,249	4,849	449	8,876	\$58,970
Total Operation Expenses	\$38,489	\$33,639	\$35,304	\$33,698	\$40,187	\$52,495	\$65,889	\$69,143	\$99,568	\$130,077	\$81,238	\$137,152	\$816,879
Net Income	(\$24,730)	(\$9,312)	(\$6,145)	(\$25,344)	(\$11,648)	(\$26,785)	(\$41,513)	(\$65,954)	(\$69,330)	(\$95,166)	(\$57,549)	(\$124,605)	(\$558,080)